

Message Text

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PAGE 01 STATE 043261

71

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 EUR-12 /030 R

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COMM/BIC/OED/OBOD/RECOHEN

COMM/BIC/CAGNE/BPLANNIGAN

STATE/NEA/ARP/JLYLE (INFO)

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P 232236Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI PRIORITY

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E.O. 11652:ADS, DECLAS 3-23-76

TAGS: BEXP, TC

SUBJECT:PRODUCT OPPORTUNITY - ELECTRICAL SWITCHGEAR

REF: ABU DHABI 406 AND 35

1. DISCUSSIONS HELD WITH SEVERAL FIRMS WHO HAD BEEN
ALERTED TO THIS MARKET POTENTIAL BY USE OF YOUR EARLIER
REFTEL.

2. DISCUSSION WITH FEDERAL PACIFIC ELECTRIC REPRESENTATIVES, WHO HAVE BEEN VERY SUCCESSFUL IN ABU DHABI AREA, WHO STATED THEY ARE NOT COMPETITIVE FOR THIS TYPE EQUIPMENT. INDICATING THAT IN THEIR JUDGEMENT BIDS WILL BE MADE BY U.K. FIRMS ON MINIMUM OIL BREAKER TYPE EQUIPMENT FOR PROBABLY UNDER 5 THOUSAND DOLLARS A UNIT WHILE NEWER MORE MODERN U.S. TYPE EQUIPMENT WOULD PROBABLY BE BID AT ABOUT 13 THOUSAND DOLLARS A UNIT.

3. ONLY FIRM THAT HAS INDICATED THEY MAY FOLLOW UP IS
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WESTINGHOUSE. IF THEY DO SO, WILL PLAN TO CONTACT

AL QUEBFISI DIRECT. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Concepts: n/a
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Draft Date: 23 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: greeneet
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
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Disposition History: n/a
Disposition Reason:
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Reference: 76 ABU DHABI 406
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Margaret P. Grafeld
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To: ABU DHABI
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